From: Michael Balcorta
To: Eligio Lara; Felix Diaz
Cc: Daniel Cohen
Subject: FW: Santa Maria x Flock - Ubicquia
Date: Tuesday, August 15, 2023 7:56:17 AM
Attachments: UbiHub.png
UbiHub Examples.png

Flock wants to know if we want to meet with them to specifically discuss community outreach.

I know this was a selling point on the last demo but wanted to get your thoughts before scheduling a meeting.

Thank you,

Michael Balcorta, Police Business Systems Analyst
Santa Maria Police Department
1111 W. Betteravia Rd
Office: 805-928-3781 x1366
Cell: 805-314-8221

From: Laura Manley <laura.manley@flocksafety.com>
Sent: Thursday, August 10, 2023 1:59 PM
To: Anton Benbalit <anton.benbalit@flocksafety.com>; Emilija Stojanovic <emilija.stojanovic@flocksafety.com>
Cc: Michael Balcorta <mbalcorta@cityofsantamaria.org>
Subject: Re: Santa Maria x Flock - Ubicquia

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Thank you, Anton!

Michael, I've added @Emilija Stojanovic who manages our Community Safety Territory Reps in California. We'd love to connect with you to discuss communities that could benefit from Flock and help Santa Maria PD get more eyes on the street. Please let us know a couple of days/times that work well for you.

Thank you,
Laura Manley

On Wed, Aug 9, 2023 at 4:15 PM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:

> Michael,
>
> It was a pleasure speaking with you just now. Here is the link to the document that we just spoke about. It includes the following:
>
> - Community Wide Solution Flyer
> - Flock for Commercial Business
> - Flock for Community Safety
> - Additional information on Condor PTZ
> - Additional information on FlockOS
>
> I've also included these as attachments to the body of this email.
>
> **Condor Overview.pdf**
>
> **FlockOS Overview.pdf**
>
> Additionally, I am going to loop @Laura Manley from the Community Safety team back in. She will be able to get you connected with someone that works with Communities on the Central Coast. I'm also going to loop @Sara Stanzler back in and she will be able to reach out to any local businesses. Additionally, if there are schools that you think could benefit from Flock ALPR or Live View Cameras - @AJ Wilson is your go-to.
>
> If there is anything else you need from my end please let me know. You can always reach me via email or directly on my cell at (206) 432-1524.

Talk to you soon.
- Anton

On Thu, Jun 29, 2023 at 4:53 PM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:

---------- Forwarded message ---------
From: **Anton Benbalit** <anton.benbalit@flocksafety.com>
Date: Thu, Jun 29, 2023 at 12:19 PM
Subject: Fwd: Santa Maria x Flock - Ubicquia
To: <fdiaz@cityofsantamaria.org>, Kyle Brown <kyle.brown@flocksafety.com>

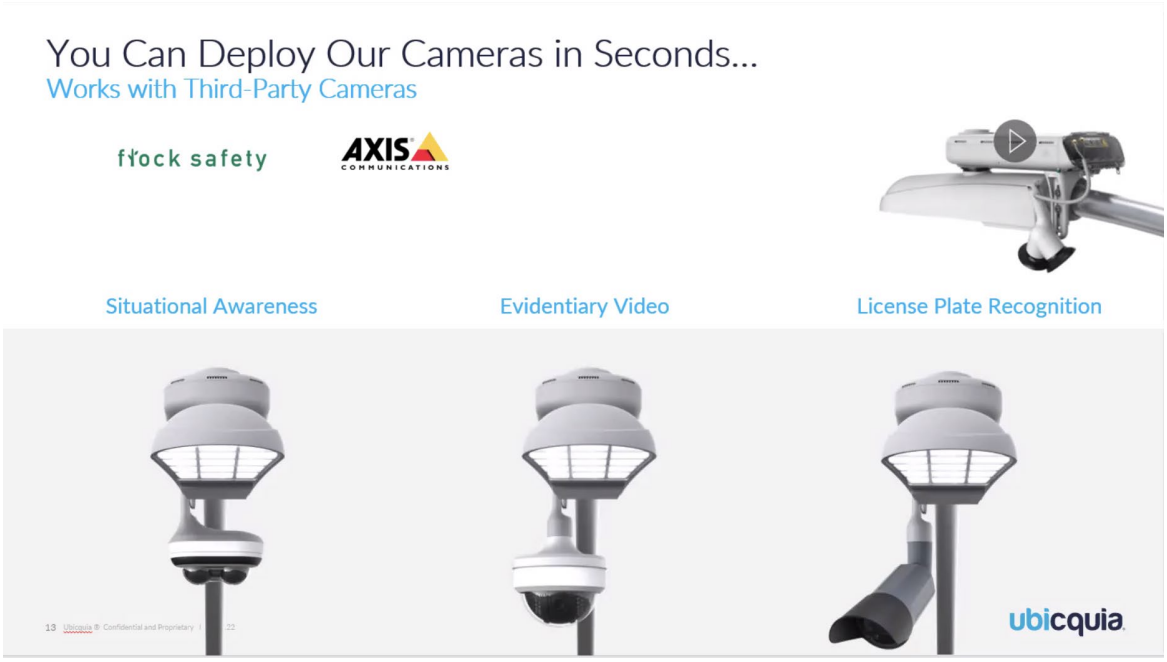
Here you go sir. @Kyle Browns' contact information is in the body of the email.

---------- Forwarded message ---------
From: **Anton Benbalit** <anton.benbalit@flocksafety.com>
Date: Thu, Jun 29, 2023 at 9:07 AM
Subject: Santa Maria x Flock - Ubicquia
To: Daniel Cohen <dcohen@cityofsantamaria.org>, Sara Stanzler <sara.stanzler@flocksafety.com>, Kyle Brown <kyle.brown@flocksafety.com>
Cc: Shane Armstrong <sarmstrong@cityofsantamaria.org>, Stephen Best <sbest@cityofsantamaria.org>

Commander Cohen,

Thank you and the team for your time on the call today. I'm sending over some additional information regarding the Flock/Ubicquia partnership that I had mentioned.

ubihub | Smart City WiFi and Edge AI Platform
Public Safety
• Image and video retrieval; situational awareness
• Live video streaming
• PoE 3rd party camera LPR solution
• Stationary vehicle detection (potential solution)
• Near miss detection (potential solution)
• Crowd counting (potential solution)
• Noise detection (potential solution)
Traffic & Mobility
• Vehicle count/direction, speed, classification – improvements coming
• Bicycle count, direction, speed – improvements coming
• Stationary vehicle detection (potential solution)
• Queue length (potential solution)
Curb Management
• Pedestrian count, direction, speed – improvements coming
• Background image, e.g., garbage detection (potential solution)
• Crowd counting (potential solution)
• Public right-of-way obstruction detection (potential solution)
• Illegal dumping (potential solution)
ubicquia



Essentially, Ubicquia plugs into your existing street light infrastructure, then through POE attaches a camera further down the pole where we are able to run our Vehicle Fingerprint Technology to turn that camera into an ALPR.

Here is some additional information:

- Community Wide Solution
- Additional information on Condor, FlockOS & the Community & Commercial team flyers.
    - @Sara Stanzler is your go to for outreach to any local businesses.
    - @Kyle Brown is your go to for outreach to any local communities.

Please let me know if you have any additional questions that come up. I'll get them answered for you ASAP. You can always reach me via email or directly on my cell at (206) 432-1524.

Talk to you soon.
- Anton
--

photo

Antouan Benbalit
Territory Sales Manager

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